

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.

PASTE THIS IN YOUR PRICE LIST

TO ALL SALESMEN

Toppenish, Wash., Jan. 4, 1913.

SHORT LIST.

You may sell all stock listed in your catalog with the following exceptions and changes as noted. This is a rather limited short list compared with some we have been compelled to send out in previous seasons; in other words, we still have a splendid lot of varieties in the catalog from which to sell.

APPLES:

OUT:

Duch. Oldenburg

Winterstein

Sell the following in 3-4 ft.
only, at 4-6 ft. prices:

Alexander

Fall Pippin

Fameuse

Gold. Sweet

Mon. Pippin

Pewaukee

Red Bellfleur

Red Cheek Pippin

Red June

Snow

Vandevere

Wealthy

Yellow Transparent

Sell the following in 2-3 ft.
only, at 3-4 ft. prices:

Wolf River.

CRAB APPLES

Sell the following in 3-4 ft.
only, at 4-6 ft. prices:

Florence

Martha

Red Siberian

Whitney

Yellow Siberian

PEARS

Out:

B. Clairgeau

Flemish Beauty

Winter Bartlett

Crocker Bartlett

Sell the following in 3-4 ft.
only, at 4-6 ft. prices:

Bartlett

Duch. d'Angouleme

Howell

Idaho

Worden Seckel

Instead of the Winter Bartlett and Crocker Bartlett, we suggest that you endeavor to sell the Easter Beurre, which you will find described as a most excellent pear and which is one of the latest keeping pears in the list, in general satisfying those who want a really winter pear. Our 3-4 ft. Bartlett are remarkably well calipered, in fact, are a 4 ft. and up pear in everything but height, so you may sell these conscientiously as being unusually strong grades.

PEACHES (cont)

Greensboro

McDevitt's Cl.

McKevitt's Cl.

Mountain Rose

Orange Cl.

Runyon's Or. Cl.

Strawberry

Tuskena Cl.

Waterloo

Sell the following in 3-4 ft.
only, at 4-6 ft. prices:

Alexander

Muir

Most of the peaches short you observe are cling varieties not sold as largely as others, so you still have a splendid selection.

PLUMS

Out:

Bartlett

Climax

Damson

Jefferson

Maynard

Moore's Arctic

Washington

Sell the following in 3-4 ft.
only, at 4-6 ft. prices:

Forest Rose

Weaver

PRUNES

Out:

Dosch

French

German

Imperial

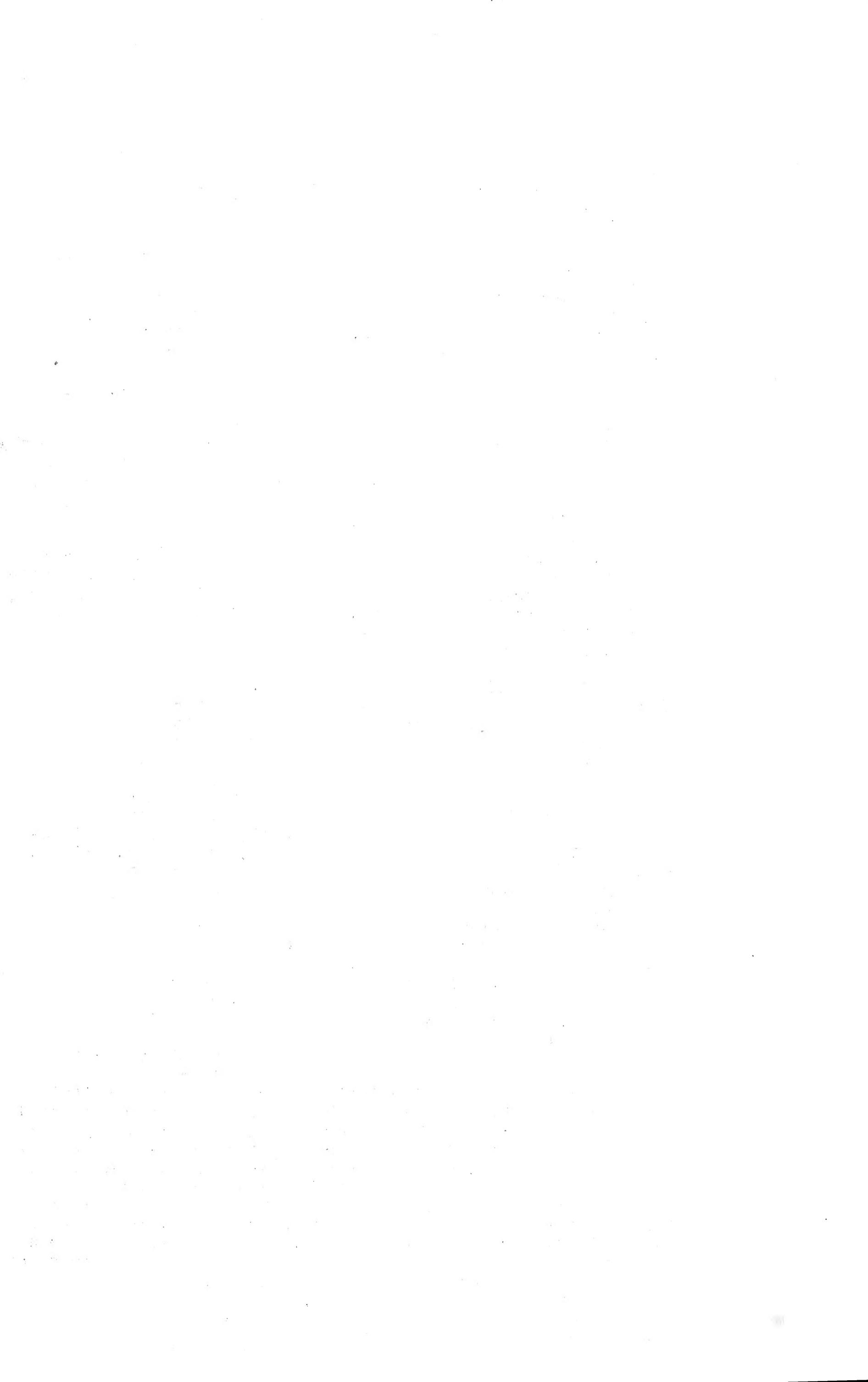
Pacific

Robe de Sargent

Sugar

We still have a limited supply of splendid grades in Italian. Push these, for your customers will be glad to know they can get first-class Italians at this late date.

The Tragedy is recognized in most sections as an unusually fine prune. We have a very good supply of these in splendid grades.



#2.

CHERRIES

Out:
Chapman
Deacon
Lutovka
Montmorency Ord.
Oxheart
Sell the following in 3-4 ft.
only, at 4-6 ft. prices;
Blk. Republican
Ely. Richmond
Kentish
Wragg

Sell the following in 2-3 ft.
only, at 3-4 ft. prices:
Montmorency Large
We have rather more Lambert than
we need at this season No finer
cherry grown. Help us reduce
this stock. Special quotations
in thousands and upward.

PEACHES

Out:
Briggs Red May
California Cling
Everbearing

QUINCE

Bourgeat

NUT TREES

Out:
Kentish Cob) Sell English
Red Hazel) only
Sieboldi

You will be glad to know you
may sell the Franquette grafts
in limited numbers. We succeeded
in obtaining some very good stock,
and customers who have thus far
been disappointed will gladly place
the orders with you for spring
delivery.

ORNAMENTALS Out:

Rose or Moss Locust
Balm of Gilead
Cut-lf. Wpg. Birch
Bungeii Catalpa

Mulberry
Downing
New American
Noir of Spain

Hybrid Berries
Logan
Phenomenal
Primus

Mt. Ash
American
European
Weeping

Grapes
Early Ohio
Hartford
Eaton

Roses
Chas. Dingee
Mrs. Chas. Dingee
Harrison's Yellow
Persian Yellow

Lilacs
M. Abel Chatenay
Senator Volland

Strawberries
Sharpless

Gooseberries
Crown Bob

We suggest that you put a circle check "O" in your catalog
opposite the names of any of these varieties which you cannot
conveniently remember, so when you sell from the catalog you will
guard against taking orders for stock of which we are out.

This list if kept pasted in your price book will be a ready
reminder. You can nearly always induce the customer to take some-
thing else from such a large assortment as we list. Bear in mind
that few nurseries in the West grow or sell half as long a list
of varieties as we do. You are fortunate in this respect. Make the
most of it, call attention to the good assortment yet remaining
and you will find your sales keeping up.

Push the staple apple and pear particularly, also the specialties
and the ornamental stock. It pays to introduce these two latter
items every time. Many a customer having ordered all he thinks
he will need can be induced to buy some choice variety at a special
price and will thank you for having introduced it. The same is
true of shade and ornamental stock, particularly roses and shrubbery.

TOPPENISH NURSERY CO.

